

## Message Text

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ORIGIN AGRE-00

INFO OCT-01 EUR-12 ISO-00 EB-08 CIAE-00 INR-07 NSAE-00  
/028 R

DRAFTED BY AGRI-FAS FMD:OANDP:JLANKFORD  
APPROVED BY EUR/CE:RONALD B. CASAGRANDE  
FMD/DAA:JMINYARD  
AO: GSBROWN  
MSD: ERBEVIS  
EUR/EE:GTBOUTIN

-----047342 101907Z /40

R 100041Z SEP 77  
FM SECSTATE WASHDC  
TO AMEMBASSY VIENNA  
INFO AMEMBASSY BUDAPEST  
AMEMBASSY PRAGUE

UNCLAS STATE 216899

E.O. 11652: N/A

TAGS: EAGR, OTRA, AU, CZ, HU

SUBJECT: U.S. SOYBEAN MEAL TRADE TEAM TO CZECHOSLOVAKIA  
AND HUNGARY

REF : PRAGUE 2379; BUDAPEST 2749

1. IN RECENT MONTHS, FAS/USDA HAS BEEN INCREASINGLY  
CONCERNED ABOUT REPORTS SUCH AS IN REF CABLE AND FROM  
OTHER SOURCES CONCERNING THE CONTINUING LOSS OF U.S. SOYBEAN  
MEAL MARKETS IN CZECHOSLOVAKIA AND HUNGARY. REPORTEDLY,  
THIS IS DUE TO THE QUALITY OF U.S. SOYBEAN MEAL SHIPPED TO  
THESE COUNTRIES. HOWEVER, U.S. EXPORTERS QUERIED ABOUT THIS  
DEVELOPMENT MAINTAIN THAT IT IS STRICTLY A MATTER OF PRICE.  
FURTHERMORE, THEY CAN SUPPLY SOY MEAL WITH MINIMUM 44  
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PERCENT OR 48 PERCENT TO SUBJECT COUNTRIES OR OTHER AREAS  
PROVIDING THE FOREIGN BUYER IS WILLING TO PAY PRICE.

2. NATURALLY, THE LOSS OF THE EAST EUROPEAN MEAL MARKETS  
TO BRAZIL OR OTHER SUPPLYING COUNTRIES IS OF GREAT CONCERN  
TO US (FAS/USDA, U.S. OILSEED TRADE, SOYBEAN  
PRODUCERS, ETC.). IN AN EFFORT TO EXPRESS OUR CONCERN AND

IN AN ATTEMPT TO ASSESS THE FACTORS RESPONSIBLE FOR OUR DECLINING SALES OF SOYBEAN MEAL TO EASTERN EUROPE, PARTICULARLY TO CZECHOSLOVAKIA AND HUNGARY, WE PLAN TO SEND FOUR-MAN TRADE TEAM TO CZECHOSLOVAKIA AND HUNGARY ON OCTOBER 17-24. SUBJECT TO AGATT, VIENNA AND EMBASSY CONCURRENCES TEAM WOULD LIKE TO VISIT AREAS CONCERNED ON FOLLOWING DATES: ARRIVE VIENNA OCTOBER 17 (AROUND NOON). BRIEFING AFTERNOON BY ASA AND AGATT. DEPART VIENNA FOR PRAGUE EARLY MORNING FLIGHT.

3. CZECHOSLOVAKIA--DURING PERIOD OCTOBER 18 THRU 20, TEAM REQUESTS APPOINTMENTS WITH OFFICIALS IN CZECHOSLOVAKIA GOVERNMENT BUYING ORGANIZATIONS FOR MEAL IMPORTS MINISTER OF AGRICULTURE, OILSEED TRADE, FEED AND ANIMAL NUTRITIONISTS, IMPORTERS AND OTHER ORGANIZATIONS OR GROUPS THAT COULD ASSIST TRADE TEAM IN APPRAISING SOYBEAN MEAL MARKET SITUATION IN CZECHOSLOVAKIA.

4. HUNGARY--TEAM WOULD DEPART PRAGUE EVENING OCTOBER 20 FOR BUDAPEST. APPOINTMENT SCHEDULE NEEDED IN HUNGARY SIMILAR TO MEETINGS IN CZECHOSLOVAKIA. TEAM IN HUNGARY OCTOBER 21 TO OCTOBER 24. TEAM DEPARTS AFTERNOON OCTOBER 24 FOR PARIS.

5. HOTEL RESERVATIONS--PLEASE RESERVE FOUR SINGLE ROOMS  
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AS FOLLOWS: VIENNA OCTOBER 17; PRAGUE OCTOBER 18 AND 19;  
AND BUDAPEST OCTOBER 20 TO 24.

6. TEAM MEMBERS ARE AS FOLLOWS: (1) JAMES F. LANKFORD, INTERNATIONAL MARKETING DIRECTOR, OILSEEDS AND PRODUCTS, FAS/USDA; (2) GAYLORD COAN, VICE PRESIDENT, MARKETING, GOLDKIST, INC., (3) NICOLAS J. PANOS, USDA; (4) NAME OF FOURTH TEAM MEMBER WILL BE SUPPLIED WHEN SELECTED. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Drafter:** FAS FMD:OANDP:JLANKFORD  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ORIGIN AGRE  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
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**Reference:** 77 PRAGUE 2379, 77 BUDAPEST 2749  
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**Review Exemptions:** n/a  
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**SAS ID:** 1318268  
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**Status:** NATIVE  
**Subject:** U.S. SOYBEAN MEAL TRADE TEAM TO CZECHOSLOVAKIA AND HUNGARY  
**TAGS:** EAGR, OTRA, AU, CZ, HU, US  
**To:** VIENNA  
**Type:** TE  
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**Review Markings:**  
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